



**Ueli Schweizer**

Born 1952  
 Swiss Federal  
 gymnastics and sports  
 instructor, independent  
 entrepreneur providing  
 training, seminars,  
 lectures, consulting,  
 coaching (in German, English, French &  
 Spanish) & testing. Specialist author. Owner of  
 the schweizer Test labor (Swiss test laboratory).

**Strenflex: Silver**

**schweizerTEST + labor**  
 Ueli Schweizer, sports & health science instructor,

... tests the ...

**Technogym**  
**V A R I O**

**Objective overall impression**

Using a tabular overview, we have tried to give an accurate assessment of the Technogym Vario. Figures, facts, measurements and video analyses all aim at achieving the highest possible degree of objectivity. During the test we consistently considered two angles: that of the exercising person or user and that of the fitness club operator. **The Technogym Vario achieves the rating “Very good” with excellent scores of 1.34 and 1.23, where 1.0 is the top score.**

**Subjective overall impression**

A training machine must however also be assessed on the basis of both the spontaneous and long-term impression it makes on the user. The way the customer reacts, consciously or subconsciously, is almost the main decisive factor for the success or otherwise of a machine - and of the gym as a whole. Starting to workout is a rational decision. On the other hand, it is positive emotions that generate enthusiasm for training and develop customer loyalty.

The Vario is an inspiration. Dynamic, flowing, variable, versatile, quiet, attractive, regaling the user, the Vario comes close to perfection. The smooth changes of step length and step frequency make training exciting and entertaining. Exercise becomes a pleasure! If only its designers had not adorned it with such rationally perfect but emotionally cold, foreboding and dull colours. Otherwise the Vario’s functions, programs and of course the excellent quality of exercise it provides can only be considered thoroughly pleasing.

**Company profile**

**Fimex Distribution AG (official Technogym representative)**

Brief company history	-> 1984: Technogym enters the Swiss market -> 1989: Sales through Fimex AG (Philippe P. Mauron) -> 2000 : Sales through Fimex Distribution AG with the participation of Technogym (CEO Andrea Matteucci) Today Technogym® is one of the leading exercise machine brands in Switzerland and worldwide. Selected key data with an emphasis on Switzerland: -> Head office in Lyss, Industrie-Sud, Werkstrasse 36, CH-3250 Lyss -> 25 employees, of which 12 work in the service and logistics areas -> Office space of 850m <sup>2</sup> , fitness sales area of 950m <sup>2</sup> and warehousing of over 1,000m <sup>2</sup> -> Has equipped 850 complete facilities in Switzerland -> Specialises in consulting, concept implementation and equipping of sports, therapy and wellness facilities
Head office	The head office of Technogym is in Cesena, IT
Manufacturing	The primary manufacturing facility is at the new location in Cesena (IT).
Equipment ranges (Commercial fitness)	Element, Selection (weight machines) Excite+, Group Cycle (cardio) Kinesis (Movement) Medline for cardio and weight
Contact address	<b>Switzerland</b> Fimex Distribution AG Werkstrasse 36 CH-3250 Lyss <a href="mailto:info@fimex.ch">info@fimex.ch</a> Telephone number: +41 (0) 32 387 05 05 <a href="http://www.technogym.ch">www.technogym.ch</a> <b>Austria</b> The Fitness Company Street, no.: Kornstrasse 1, 4060 Leonding Telephone number: +43 732 671000 Fax: +43 732 671000 10 E-mail: <a href="mailto:info@fitnesscompany.at">info@fitnesscompany.at</a> Website: <a href="http://www.technogym.com/at">www.technogym.com/at</a> <b>Germany</b> Technogym Wellness & Biomedical GmbH Im Geisbaum 10 DE-63329 Egelsbach <a href="mailto:Info_d@technogym.com">Info_d@technogym.com</a> Telephone number: +49 6103 201240 <a href="http://www.technogym.de">www.technogym.de</a>
Guarantee	24 months on mechanical and electronic components. For first 12 months service is carried out under guarantee, in accordance with the General Terms of Business of Technogym SPA.
Certification	<b>Cardio equip:</b> EN60335-1, EN55014-1, EN55014-2, EN61000-3-2, EN61000-3-3, EN957-1, EN957-5, EN957-9, 73/23/CEE, 89 /336/CEE, 98 /37/CEE <b>Weight machines :</b> EN957-1, EN957-2, 98 /37/CEE
Delivery	Original packaging, pallet with cardboard packaging, dismantled, assembly on site by our installation team
Delivery times	Cardio and weight machines: 4-6 weeks
Weight	200Kg
Price	Price for Vario in CHF exc. VAT.: from 12,090 Price for Vario in EUR: from 7,790

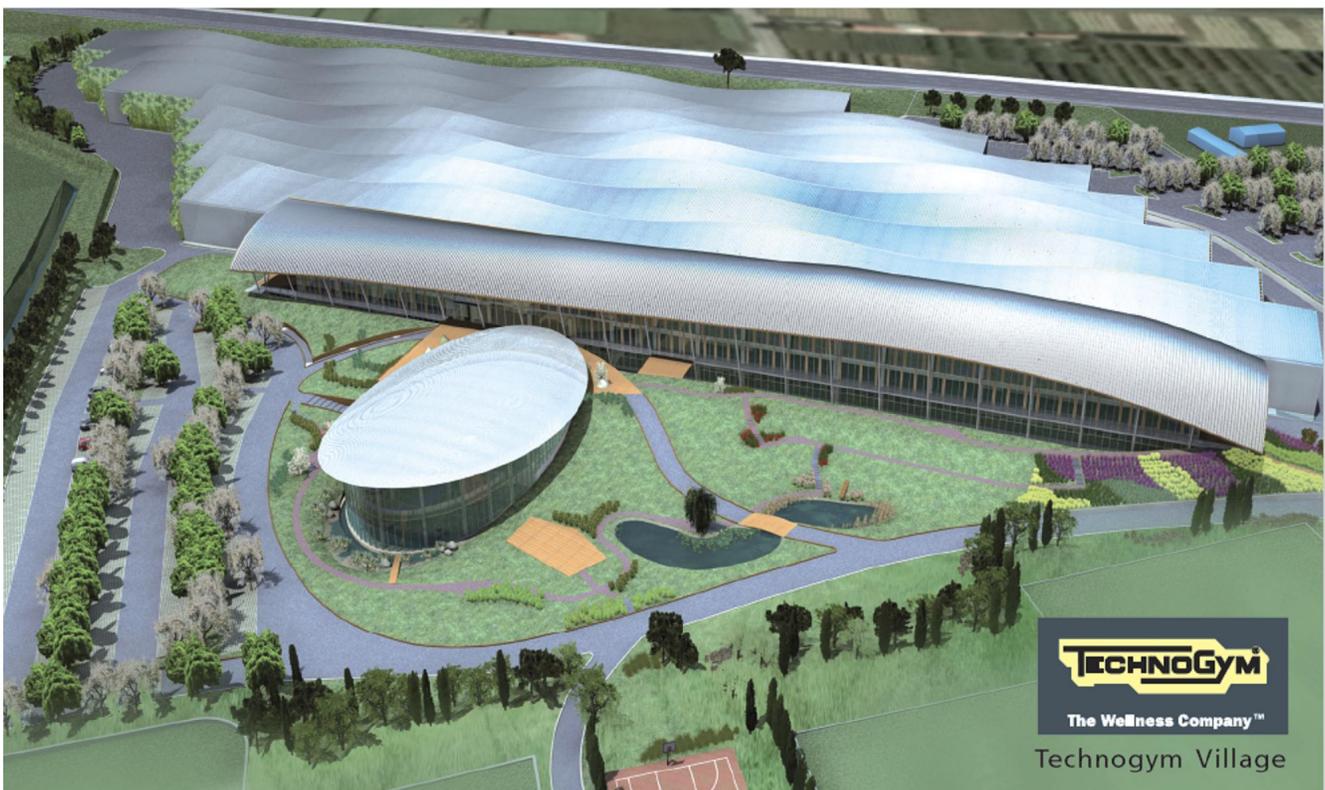


The two almost 60 year-old testers; Ueli Schweizer, "schweizerTEST labor", and one of his test subjects, Marianne Hausmann

*The Technogym Village, a new wellness campus of 60,000m<sup>2</sup> in Cesena, is taking shape*

*Following approximately 2 years of construction the new campus and manufacturing facility in Cesena is beginning to take shape. Antonio Citterio, an Italian architect well known around the world, was responsible for designing the project. The Technogym Village includes a production building, the company's head office, and an interactive open exhibition hall for clients and guests. This huge facility also contains a research centre for medicine and science, a congress centre and a large wellness centre with restaurant – all built of natural materials (wood, glass, aluminium) in a highly innovative design.*

*The Technogym Village, a campus located alongside the motorway between Bologna and Rimini conforms fully with company policy; a place where people can experience wellness through the improvement of their psychological and physical condition and based upon a sound lifestyle with regular training. The purpose is to motivate people to visit the "Wellness Valley" of Italy!*



**TECHNOGYM**  
The Wellness Company™  
Technogym Village

**Test results**



Machine name	<b>Technogym Vario</b>	
Machine type	Cardio training machine, crosstrainer	
<b>Criteria</b>	<i>From a customer's viewpoint</i>	<i>From a fitness club operator's viewpoint</i>
Special notes etc	What won't the customer find elsewhere and what will he not be prepared to do without?	What sets the fitness club apart from others? USP?
Outstanding features	<p>Technogym has expanded its range of crosstrainers with variable speed and stride length.</p> <p>*** The user can set the stride length and speed in a flowing and dynamic manner. It is therefore possible to adjust the stride type according to the user's inclination and mood. It is possible to change constantly between walking, fast walking, power walking and stepping. There is no need to change any settings on the machine – it automatically and smoothly adjusts to the user's stride. Various arm positions are possible.</p>	<p>Design and functionality are excellent.</p> <p>*** The customer is able to exercise in the way that he finds most pleasurable. Low-intensity training for less able customers presents no problems.</p>
<b>Rating</b>	<b>Very good (1.0!)</b>	<b>Very good (1.0!)</b>
<b>Aesthetics / design</b>	<i>How does the machine appear to the average customer?</i>	<i>How does the machine appear in the room and by itself?</i>
Shape	*** Clear, logical shape for a crosstrainer. Very elegant looking too, thanks to its rounded contours.	** Matches well with modern rooms; in rooms where shapes and colours feature prominently it is less suitable.
Colour	** Timeless colours; the large areas of dark grey do however give a somewhat dull and dominant impression. A few bright splashes of colour would have helped here	** Fits in well with light, high-ceilinged rooms where it can be considered a design element; in small or darker rooms the colour of the Vario appears very dark
Size	*** Thanks to its elegant, rounded shape the Vario appears compact and on the light side for a crosstrainer	*** The space requirement is in the normal range for a crosstrainer, its footprint is clearly defined and compact
<b>Rating</b>	<b>Very good (1.3)</b>	<b>Good (1.6)</b>
<b>Recognisability</b>	<i>Does the customer immediately see what sort of machine this is?</i>	<i>How much explanation is required by the trainer?</i>
Movement	** The machine is recognisable as a crosstrainer, the special variable stride functions must however be explained	*** Alternating between the various stride types is a simple, continuous process and is easy for customers to grasp with a minimum of explanation
Entry	** Getting onto the machine is also easy for the less nimble and is relatively safe	*** Practically all customers will be able to mount the machine without help being necessary from the instructor
Electronics	*** Very simple and functional electronics	*** The electronics is simple to understand at first glance by anyone. A minimum amount of explanation is required
Starting	** Starting the Vario in motion takes some effort until the movement is flowing	** The instructor's support is often required at the start of the movement for novice athletes
<b>Rating</b>	<b>Good (1.75)</b>	<b>Very good (1.25)</b>
<b>Comfort</b>	<i>Does the machine regale the customer?</i>	<i>Do the customers feel good all-round on the machine?</i>
Points of contact	*** Comfortable, pleasant machine to use. Cleaning is fast and easy. Major plus point: the machine's resistance, i.e. the intensity of training can be varied through a button on the handgrip. Pulse sensors are integrated into the fixed and the mobile lever arms	*** Robust, simple to clean and functional points of contact
Entertainment	*** The display allows any form of entertainment and training feedback. Users that so desire are able to ignore the display because it is placed low enough	*** State of the art! This display with its television, radio, club information etc., won't go out of fashion so quickly!
<b>Rating</b>	<b>Very good (1.0!)</b>	<b>Very good (1.0!)</b>
<b>Control over training</b>	<i>Can cardio training be carried out selectively, individually and intelligently?</i>	<i>Is the control of training simple, safe and successful?</i>
Programs	*** All of the important and useful programs can easily be set. Only the display of performance in Watts is somewhat confusing for a crosstrainer – because it cannot really be exactly set	*** What the customer wants and what the instructor needs is all available – and more besides. Everything is easily adjustable
Heart rate monitoring	*** The integrated heart rate sensor is fitted to all handgrips. Sensing with a heart rate strap is also possible	*** Heart rate straps are not necessary because the heart rate is sensed through all of the grips

Resistance	*** The resistance can be kept low for older and less able users. Anyone that can support their own weight on one leg can train with this machine	*** Intensity can be selected individually for practically every customer
Stride length, stride height, stride frequency	*** Stride length, height and frequency are freely selectable and variable. Changes are smooth and flowing, the range of possible amplitudes is perfect for all body sizes. Even very slow stride frequencies can be selected (= low intensity)	*** This is the most important unique selling point and its implementation is excellent!
<b>Rating</b>	<b>Very good (1.0)</b>	<b>Very good (1.0)</b>
<b>Ergonomics and biomechanics</b>	<i>Does the machine fit the user, his height, his leverage, his mass? Is joint loading physiologically effective? Are neuromuscular factors taken into consideration?</i>	<i>Is the machine safe? Is there a risk of incorrect posture, defective positioning or physiologic wear?</i>
Adjustments	** Conforms with practically all adult body dimensions without making adjustments. Grips are set slightly high for smaller users.	*** Instructors will not have to spend time explaining the machine adjustments. Mistakes cannot be made.
Load transmission	*** The movement tracking automatically triggers pushing off to the rear via the first metatarsophalangeal joint. This activates the whole of the body's musculature. The joints are secured and stabilised. The posture is upright and this protects the spinal structure.	*** Because the movement tracking triggers the correct movement, instructors will not need to spend much time giving explanations. The movement causes users to experience a good feeling. This creates a certain amount of "machine loyalty".
Shearing stresses / evasive movements	** When walking/running no shearing stresses or evasive movements are generated as a result of the Vario's beneficial push off to the rear via the first metatarsophalangeal joint.	** With minimal supervision It is possible to ensure that customers are using the machine correctly from a biomechanical and neuromuscular point of view.
Gait analysis	* When striding on the machine it is not possible to position the feet beneath the body's centre of gravity as normal when walking / running. This means that the upper body must be offset to one side. It is more akin to climbing a staircase than normal walking / running.	** There is no disadvantage here to the fitness club operator.
<b>Rating</b>	<b>Good (2.0)</b>	<b>Very good (1.5)</b>
<b>Rating</b>	<b>Very good (1.34)</b>	<b>Very good (1.23)</b>
<b>Overall rating</b>	<b>Very good (1.5)</b>	<b>Very good (1.5)</b>
Technical data	Length: 180 cm / Width: 73 cm / Height: 170 cm / Weight: 200 kg / Self-generating power supply	
Price	Germany, Austria: from Euro 7,790                      Switzerland: from CHF 12,090	

Rating: \*\*\* very good, \*\* good, \* satisfactory, ● unsatisfactory, ●● poor

The categories, with the percentage score stated, are incorporated into the calculation of the overall score.

All machine tests were carried out impartially and in good faith, however no guarantees of any type are given or implied.

